Buying Performance Workshop

Oct 02

AGENDA

- ***Introduction***
- ***The Customer***
- ***System Overview***
- ***Contractor Logistics Support (CLS)***
  - ***CLS Plan***
  - ***Metrics***
  - ***Contract Strategy***
- ***Summary***

TOW Improved Target Acquisition System (ITAS)

One for One Replacement of the Ground TOW 2 (M220A2) System

Units Fielded

- 82ᵈ Airborne Division - 188
- 1st IBCT - 27
- 101st Airborne Division (AALT)
  - 2/327 IN - 20
- TRADOC – 7
- 2ID – 40 (Currently)

"The Customer"

The "Light" Army: 82d Airborne, 101st Airborne (Air Assault), 25th Infantry Division (Light) (Hawaii), 2ID (Korea), etc.

Rapid, Worldwide Deployability - 18 Hours "Wheels-Up"

- **Varied Mission / Enemy - War to Peacekeeping**
- **Forced-entry - Often Remote Locations**
- **Limited Support 3-5 Days Later**
- **Limited Work Areas for Maintenance**
- **Limited Ca rting Repair Parts**

First to Fight!!!

System Overview

TARGET ACQUISITION SUBSYSTEM INTEGRATED SIGHT

- 2nd GEN FLIR Detector (w/Monitor) - SADA II
- Laser Range Finder
- Direct View Optics

POWER SUPPLY/BATTERY BOX

- Dismounted Power
- Power Conditioning
- Built-In Battery Charger

4 LRU's

FIRE CONTROL SUBSYSTEM

- Embedded Training Cards
- Missile Guidance
- BIT/BITE

TRAVERSING UNIT MODS

- Brake
- Pistol Grip
- New TAS Mount
- Ground Mounted w/Tripod

- **ITAS Designed to Improve Performance**
- **CLS Designed to Increase System Availability and Reduce Ownership Cost**

Time "In the Pits" is Reduced

ITAS Performance Improvements

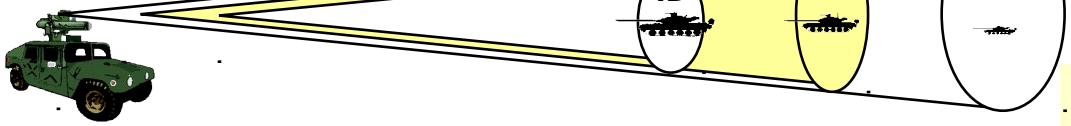
- Detection & Recognition 2X Current System
- Embedded Training Electronics
- Auto Boresight
- Improved Probability Of Hit
- ✓ Eye-safe Laser Range Finder
- Platform for TOW and Javelin Missiles

Better Performance Equals More Kills and Greater Soldier Survivability

ITAS Support Improvements

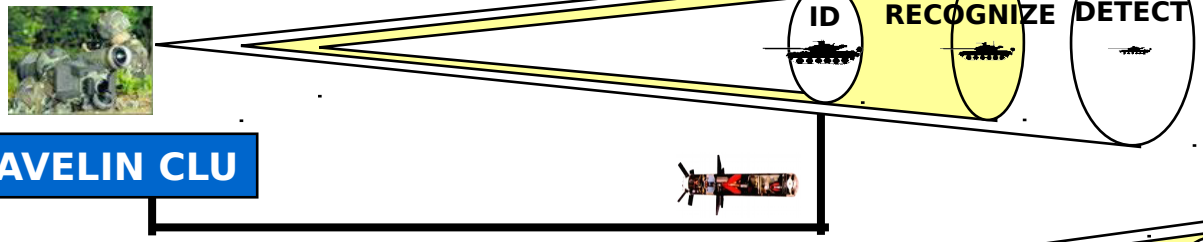
- Reduced Components (Embedded Boresight & Integrated Sight)
- ✓ Elimination Of 180 Day Verification Test
- ✓ BIT/BITE Eliminates Need For Organizational Test Equipment by Isolating to Component
- Modular Design For Accessibility And Reduced Maintenance
- No Special Tools
- CLS Incentivizes Contractor Toward 100% OR Rates

The ITAS Performance Story

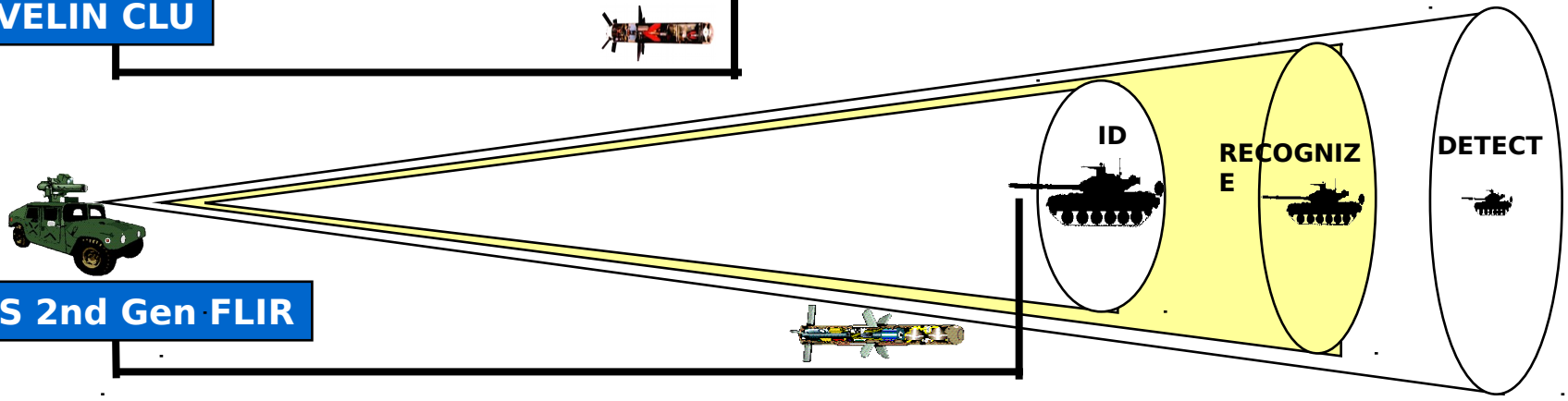


TOW 2 AN/TAS-4C

Detection And Recognition Performance (Moderate Weather)



JAVELIN CLU



ITAS 2nd Gen FLIR

ITAS Reduces Support Footprint and Cost

18 LRUs → **6 LRUs**

No IFTE Van or Any Other Support Equipment For ITAS

The CLS Performance Story

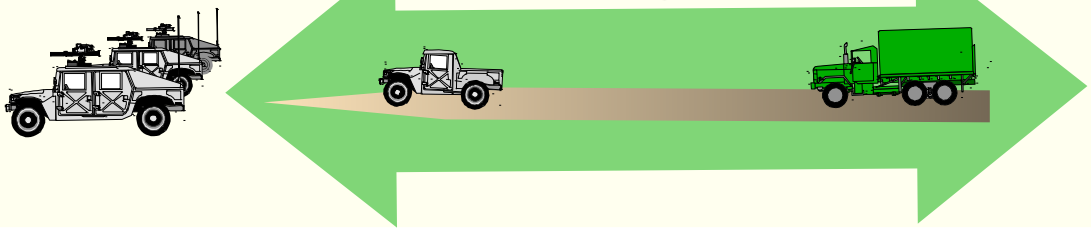
100% OR

nce Feb 01 on CLS Supported ITAS Componen

CLS Execution – A Team Effort

nfantry Battalions

FSB



MSB

FRA

Field Level Maintenance
Military / Contractor
Partnership

Raytheon Depot
McKinney, Texas

ITAS Contractor Logistics Support

Support Goal:

To Improve System Availability While Reducing Support Costs

Accomplished By Contracting With the Prime Contractor For:

- Operational Readiness (OR)
  - Minimum 90%
  - Incentivized for Greater Than 90%
  - Penalized For Less Than 90%
- Limited Depot Level Maintenance Facility Collocated With Selected Units
- Free Issue of Repair Parts to Units
- Separate Options for Contingencies and Transition to

CLS Provides High Operational Readiness (OR)

ITAS CLS

Organizational (Crew / Operator)

- PMCS
- BIT/BITE

No Change For Soldier

Soldier Maintainer Retains Normal Direct Support Mission

- Trouble Shoots and Repairs System
- Has Spares Loaded As Shop Stock

CLS Interfaces with Army Info Systems

The Collocated Contractor FRA Functions As a Forward and Provides:

- Maintenance
- Supply

ITAS Repair Spares Provided Free As Shop Stock to FSBs

CLS Is Invisible To the User

ITAS SUPPORT PLAN

Only the ITAS Peculiar LRUs Are Supported by CLS

Free Issue of Spares and Parts

BPS

TAS

FCS

TU

CCMS Funds and Manages Batteries

- BB-622B/U
- NSN 6140-00-928-1943
- AN/PPS 5B Radar
- 10 hrs. Operation
- Requires 4 Batteries

Common Components (TOW and ITAS) Are Supported the Same As Now

M1121 HMMWV

Unit Purchases Spares

TOW 2 Launch Tube and MSR

TOW 2 Tripod

82d Forward Repair Activity (FRA)

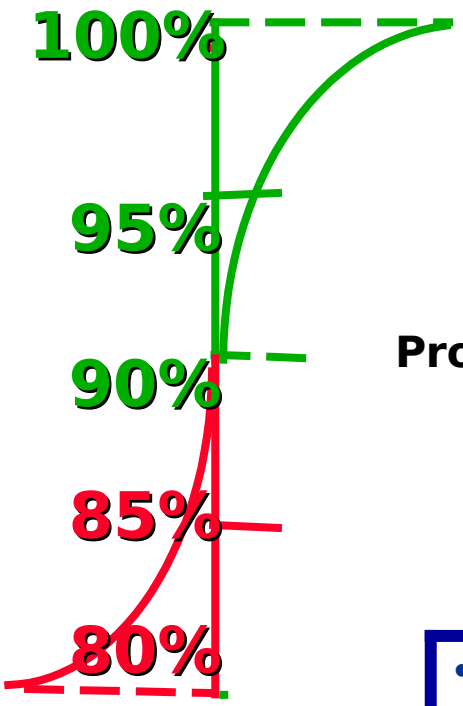
- Collocated in 782d MSB Motor Pool/Shop Area
- Division Provides Facilities, Utilities, Arms Room, and Storage Shelters
- FRA Is 18’x30’, Air Conditioned, and Heated
- Secure Storage for Minimum of 6 TASs and 4 FCSs (10^3 Ft. Total)
- On Unit’s Load Plan

Fly-Away Package

- ***Bridge Between Peacetime and Contingency Operations***
  - **Project Manager Owned Spares At FRA**
  - **Sized to Meet Contingency Operations**
  - **Prepackaged, Ready for Deployment, on Unit's Load Plan**
- ***FRA Controls, Maintains, Preps for Deployment***
- ***Allocated to Deploying Units IAW the Commander's Guidance During N Hour Sequence***

Fixed Price - Performance Adjustment

Operational Readiness = Profit



Profit Plus Maximum Performance Adjustment

+ $

Profit Plus Minimum Performance Adjustment

Minimum Profit

- $

- **Additional Metrics to Prevent "Gaming"**
- **Separate Metrics for Contingency Options**

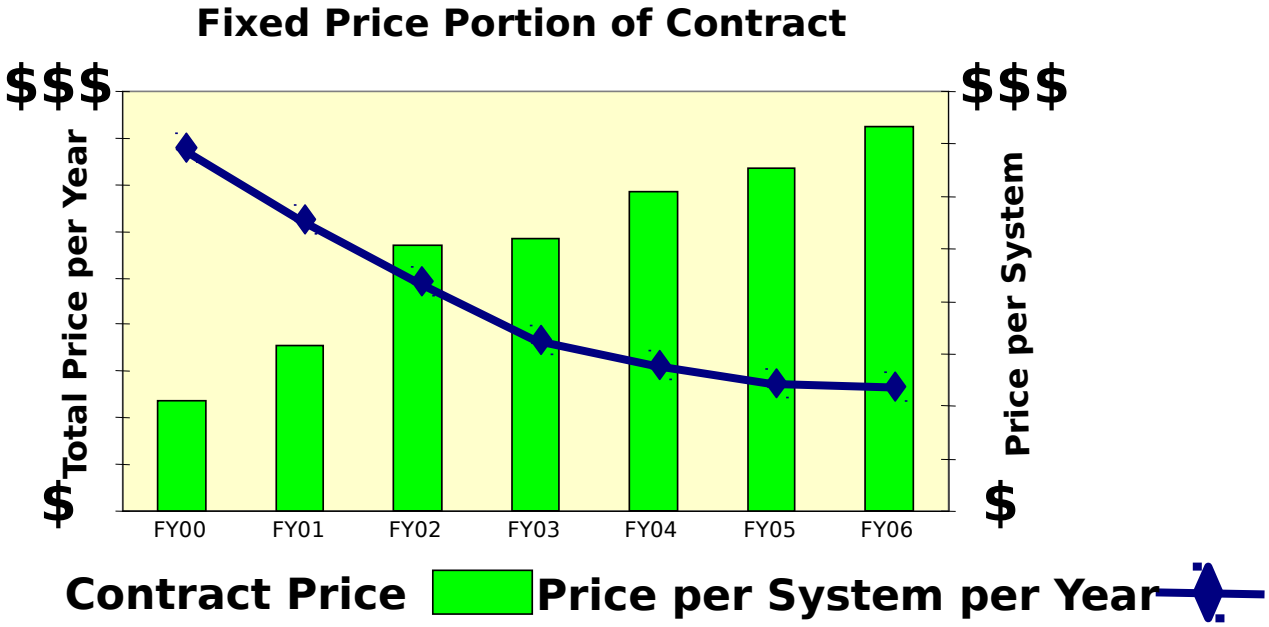
Additional CLS Metrics

Additional Metrics Prevent "Gaming"

ITAS OR: 99%+ Since Fielding in 1998

- **1 Battalion below 90% for 2 consecutive one month reporting periods = No Award Fee**
- **Any 1 System down more than 30 days = 50% of Award Fee *MAXIMUM***
- **3 Battalions less than 90% (during Award Fee period) = No Award Fee**
- **Division less 90% for a month = No award fee for that period and Kr increases spares by N where N is the number of unfilled requisitions that month**
- **Division less 90% two consecutive months = No award fee for that period and Kr spares increase by N_2 + 1 where N_2 is the number of unfilled requisitions during month 2**

CLS 5 Year Contract Strategy



Incentives: $$$$

- Fixed Price Contract - Contractor Incentivized to Improve Quality, Efficiency, and Performance.
- Operate, Smarter, Better, Faster, and Cheaper. Result = Contractor Profit
- Performance Adjustment for Exceptional Effort
- Future (Potential) CLS Customers (IBCTs, USMC, FMS)
- 5 Year Effort

Major Effort to Organize CLIN Structure to Track Color of Money

CLS MOAs With The 82d

MOA Between 82d ABN, CCMS, and Raytheon; Subject: TOW ITAS Maintenance Policy and Procedures; Signed 22 MAR 99 by: 82d COS, DISCOM CDR, CCMS PM, and Raytheon

- Outlines Duties and Responsibilities for 82d FRA
- Provides Contractor Command and Control Details
- Describes What the Contractor Will Provide and What the 82d Will Provide
- Details the Requirements for Deployment of Contractor Personnel

MOA Between 82d ABN and CCMS; Subject: TOW ITAS Policy and Procedures for Determining Readiness Information; Signed 7 MAY 99 by: 82d COS, DISCOM CDR, and CCMS PM

- Describes the Support Raytheon Furnishes to the 82d
- Describes How Downtime Is Determined Against the Contractor
- 82d Agrees to Provide OR Data to CCMS for Evaluating and Paying Contractor

TOW ITAS CLS Results

CLS Successful

- To-date 99% OR Rate (Contractor Performance) On TOW ITAS Items
- Contract Metrics Working Well
- FRA Deployed with 82d

100% OR Since February 2001, 99% Since FUE in September 1998

CLS Well Received by Units

- Valuable Asset
- Deployed to OPN Enduring Freedom

FSB / FRA at NTC

Bottom Line

It Works Well!